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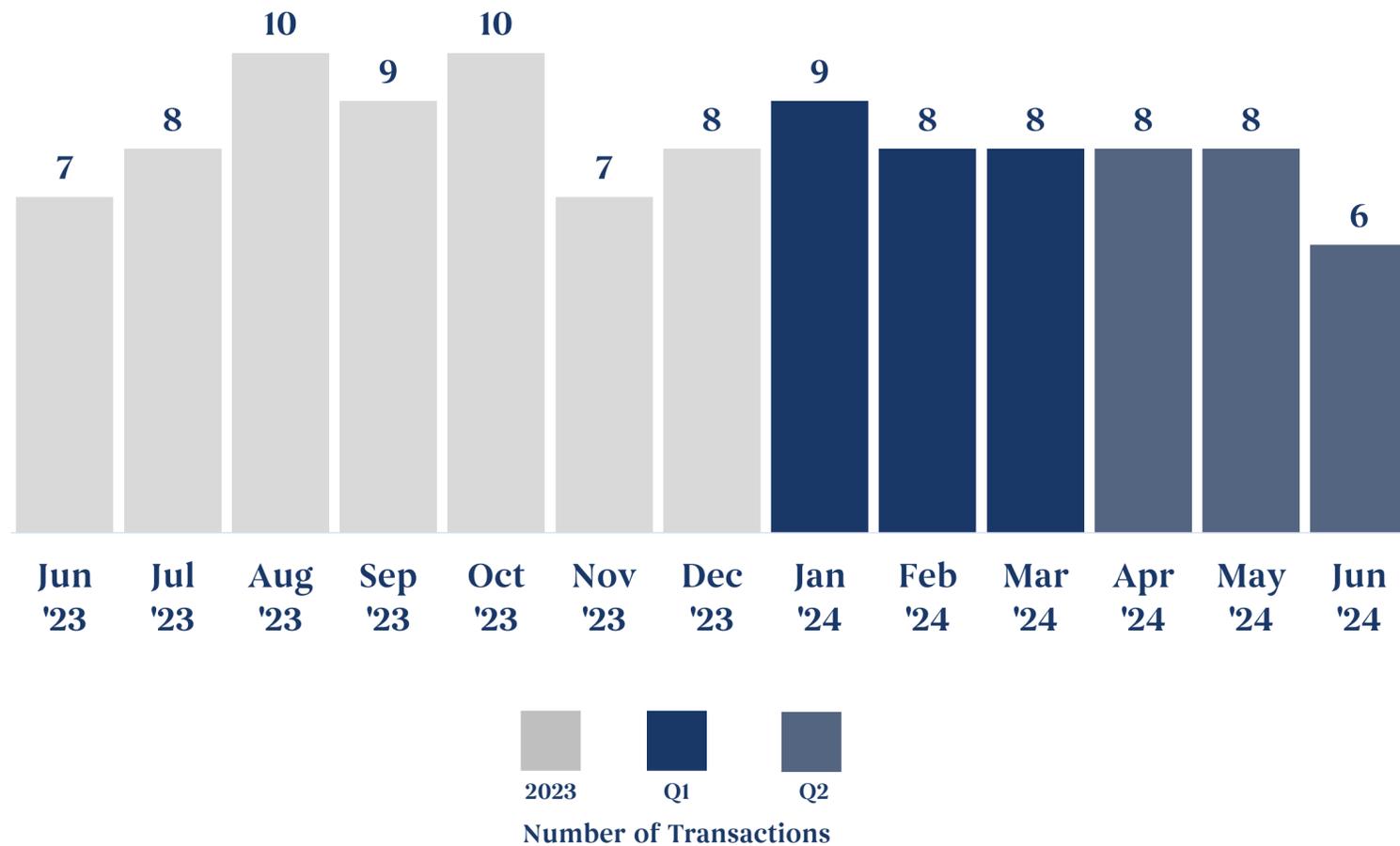
MERGERS & ACQUISITIONS
COLOMBIA
JUNE 2024

25 years

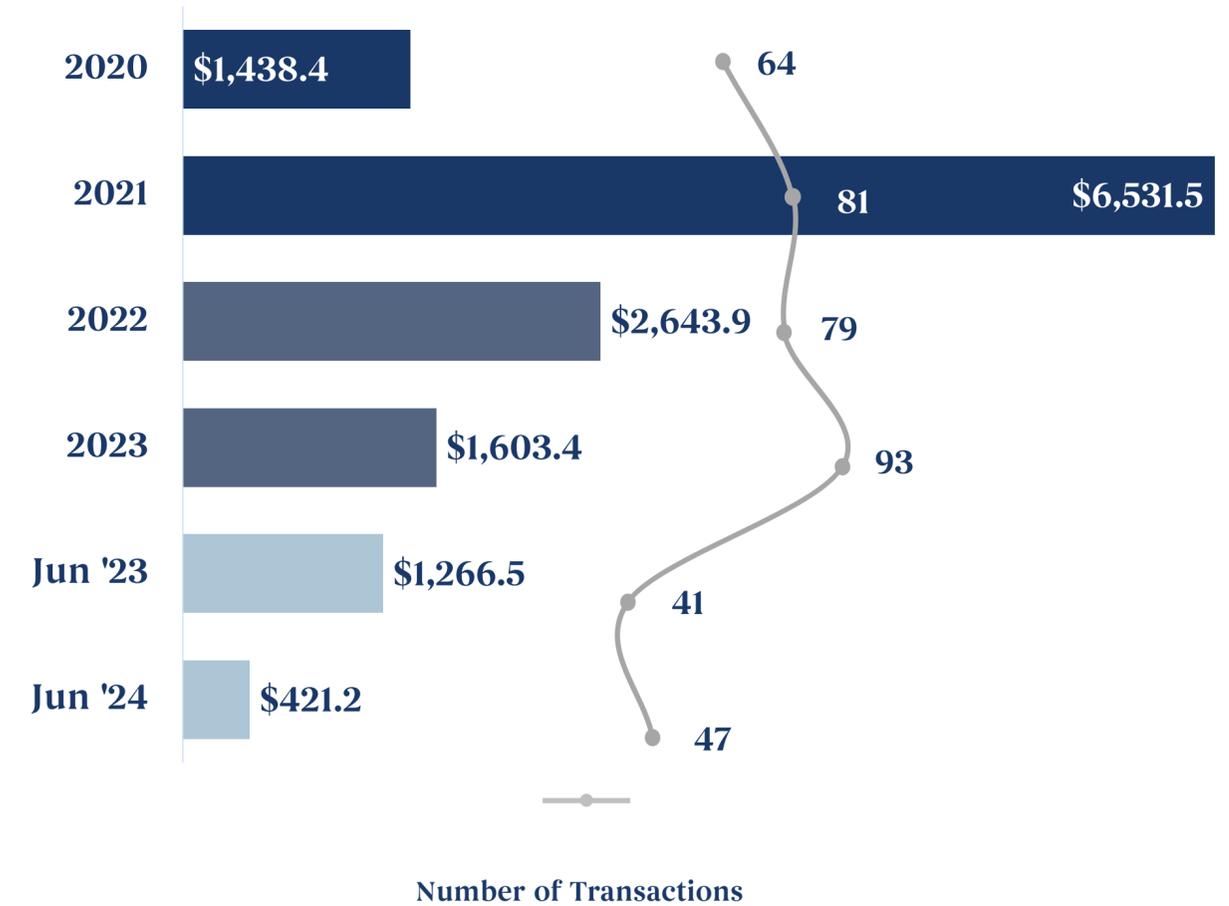
Summary of Mergers & Acquisitions in Colombia

In June 2024, **6 transactions** were announced in Colombia, decreasing by **2 transactions** versus the previous month. Compared to the previous month last year, the total volume of transactions decreased by **1 transaction**.

Disclosed Deal Volume in Colombia
Number of Transactions per Month



Disclosed Deal Volume and Value of Acquisitions in Colombia
Annual Transactions (US\$ Million)



Disclaimer: the data presented in this report is comprised of transactions of mature-stage companies and excludes venture capital and capital raises. Additionally, some of the included transactions might still be subject to customary closing conditions and regulatory approvals.

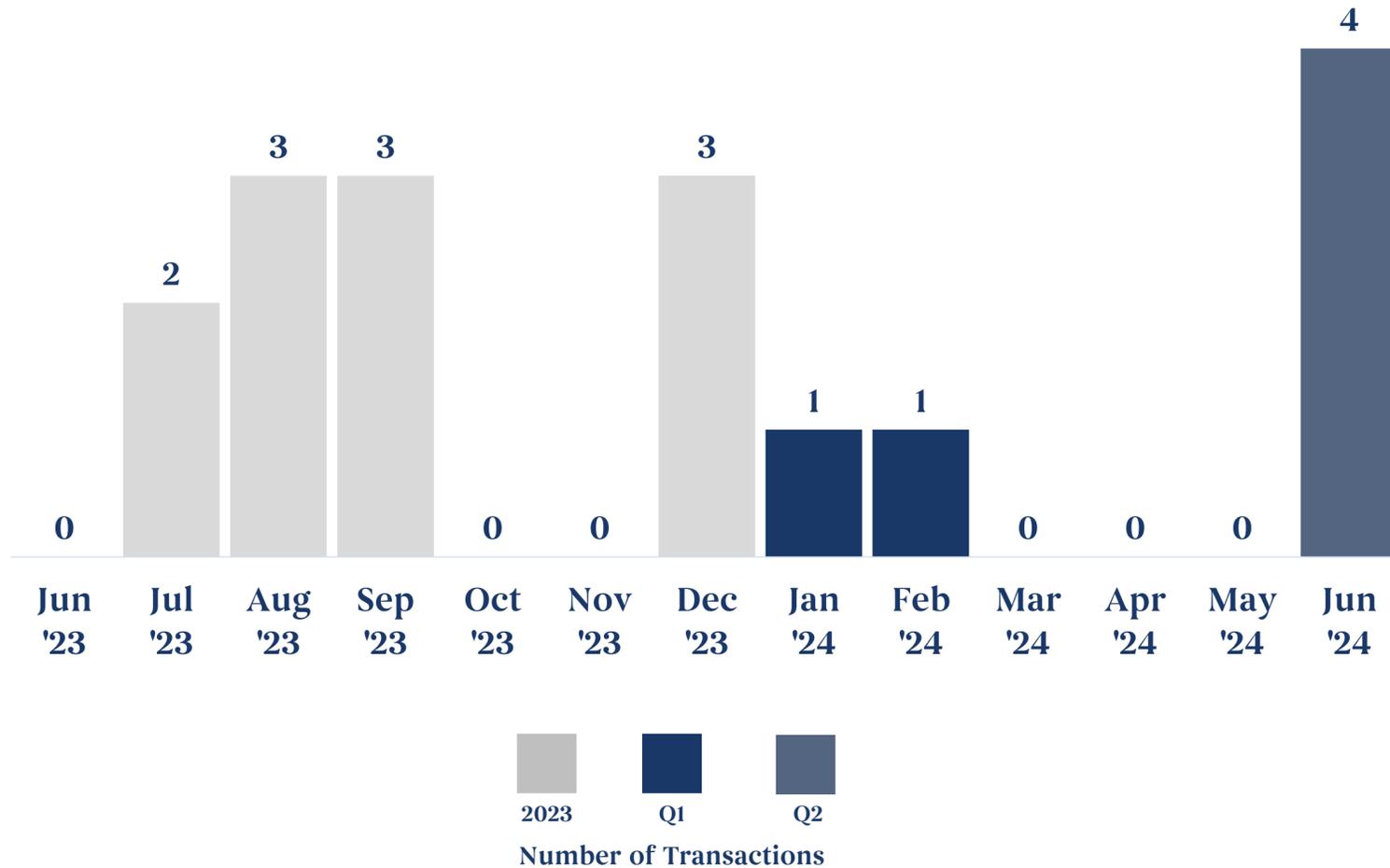
Sources: Capital IQ, Companies' Press Releases, Mergermarket, TTR

Summary of Transactions by Colombian Companies Abroad

In June 2024, **4 transactions** were announced by Colombian companies abroad, increasing by **4 transactions** versus the previous month. Compared to the same month last year, the total volume of transactions increased by **4 transactions**.

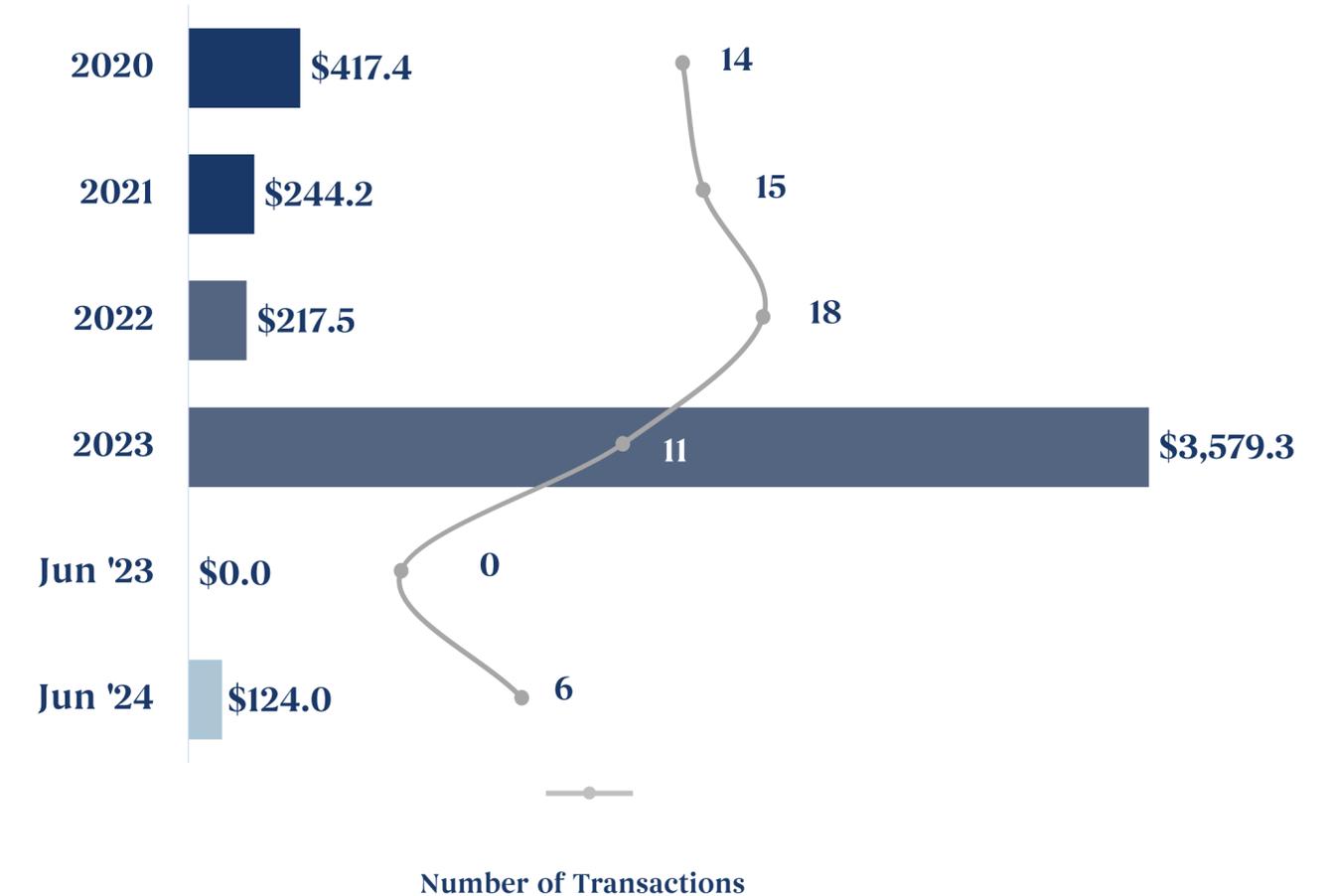
Disclosed Deal Volume by Colombian Companies Abroad

Number of Transactions per Month



Disclosed Deal Volume and Value by Colombian Companies Abroad

Annual Transactions (US\$ Million)



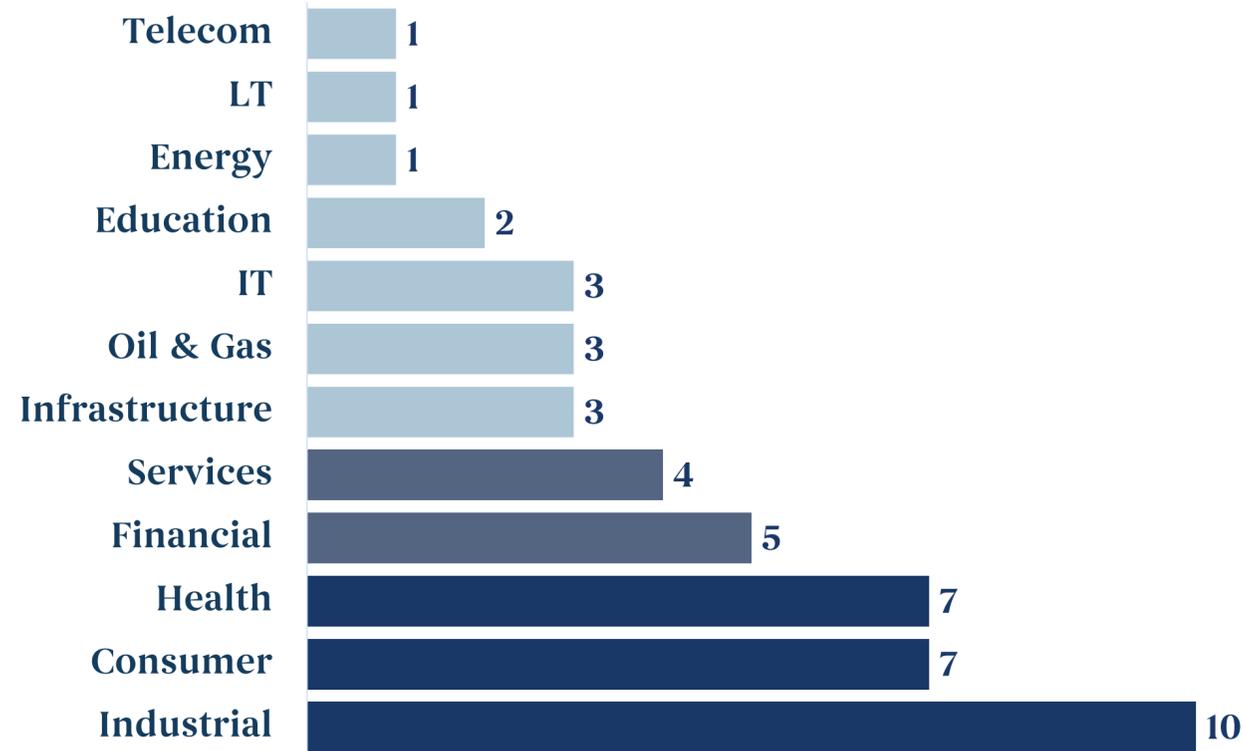
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Summary of Mergers & Acquisitions by Industry

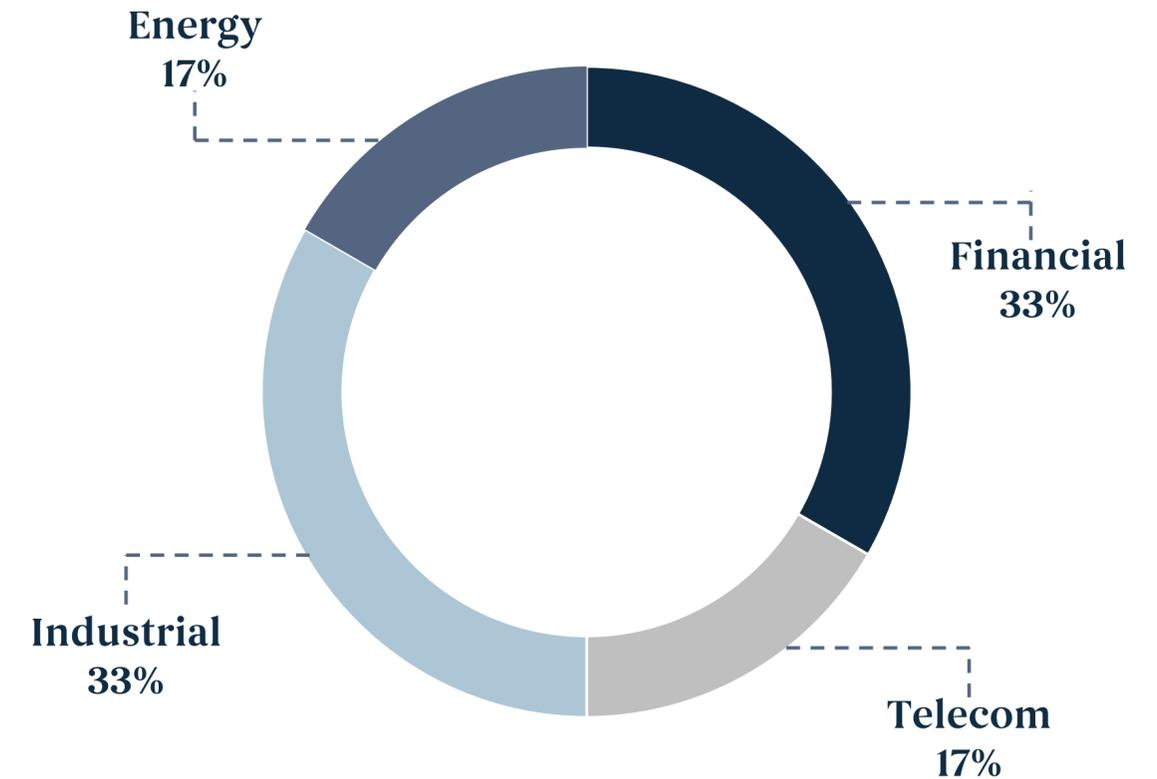
The **Industrial** sector leads the domestic M&A activity in Colombia, with **10** announced transactions each as of June 2024, representing **21.3%** of the total announced transactions.

Deals in Colombia by Industry
June 2024 YTD Transactions: **47**



The **Financial and Industrial** sectors lead M&A activity by Colombian companies abroad, with **2** announced transactions each as of June 2024 YTD, representing **66%** of the total announced transactions.

Colombian Companies' Transactions Abroad by Industry
June 2024 YTD Transactions: **6**



Disclaimer: the data presented in this report is comprised of transactions of mature-stage companies and excludes venture capital and capital raises. Additionally, some of the included transactions might still be subject to customary closing conditions and regulatory approvals.

Sources: Capital IQ, Companies' Press Releases, Mergermarket, TTR

Transactions in Colombia During June 2024

| Target | | Industry | Buyer | | Country | Seller | Financial Information | | | |
|--|--|-----------|--|--|---------|---|-----------------------|------------|-------------|--------------|
| | | | | | | | Size (US\$ M) | % Acquired | EV / EBITDA | EV / Revenue |
|  Mining Title in Segovia | Mining Title in Segovia Manages mining property titles in Segovia | Mining |  Quimbaya | Quimbaya Gold Inc. Explores and develops gold mining projects | CAN | - | \$0.2 | 100.0% | - | - |
|  JMalucelli Travelers Seguros S.A. | JMalucelli Travelers Seguros S.A. Offers insurance and reinsurance services | Financial |  Liberty Mutual | Liberty Mutual Insurance Company Offers insurance and financial products | USA | - | - | 100.0% | - | - |
|  Nexus Capital Partners S.A. | Nexus Capital Partners S.A. Provides private equity and investment services | Financial |  PATRIA | Patria Investments Limited Manages investments in private and public markets | BRA | - | - | 100.0% | - | - |
|  Contrate | Contrate Offers recruitment and personnel selection services | IT |  Vensure | Vensure HR, Inc. Provides human resources and payroll administration services | USA | - | - | 100.0% | - | - |
|  Four Mining Properties in Segovia | Four Mining Properties in Segovia Manages mining property titles in Segovia | Mining |  Quimbaya | Quimbaya Gold Inc. Explores and develops gold mining projects | CAN | - | \$0.4 | 100.0% | - | - |
|  DESCONT | DESCONT Manages waste | Others | Undisclosed Buyer | Undisclosed Buyer | NA |  | - | 100.0% | - | - |

Transactions by Colombian Companies Abroad During June 2024

| Target | Country | Industry | Buyer | Country | Seller | Financial Information | | | |
|---|---------|------------|---|---------|---|-----------------------|------------|-------------|--------------|
| | | | | | | Size (US\$ M) | % Acquired | EV / EBITDA | EV / Revenue |
|  terpel Terpel Ecuador Provides energy products and services in Ecuador | ECU | Energy |  Primax Ecuador Provides energy products and services | ECU |  terpel | \$64.0 | 100.0% | - | - |
|  Sooper Offers innovative digital and technological solutions | BRA | Industrial |  TUL Offers logistical and technological solutions for construction | COL | - | NA | 100.0% | - | - |
|  NOVASCOTT Nova Scott Develops chemical and pharmaceutical products | GBR | Industrial |  Scott Bader Develops specialized chemical products | BRA |  Grupo IMSA | NA | 50.0% | - | - |
|  INTERNEXA Intranexa Argentina Provides telecommunications and connectivity services | ARG | Telecom |  Silica Networks Provides telecommunications and connectivity services | ARG |  INTERNEXA | NA | 100.0% | - | - |

Recent Participation in Key Industry Tradeshows

Exploring the latest M&A trends and uncovering new growth opportunities for our clients



Industry:
Logistics & Transportation

About:
Expo Proveedores del Transporte y Logística Monterrey is a leading event for the transportation industry. It took place in Monterrey, Mexico and featured over 360 exhibitors, showcasing products and services related to logistics and transportation, including vehicles, parts, and equipment.

LinkedIn Post



Industry:
Chemical Engineering & Process Technology

About:
ACHEMA is the premier global forum for the process control industries. It took place in Frankfurt, Germany and featured over 2,200 exhibitors, showcasing advancements in chemical processes, bioprocessing and fermentation technologies, and sustainable waste management solutions.

LinkedIn Post



Industry:
Energy, Electric & Lighting

About:
Expo Eléctrica Internacional is a leading event for the electrical industry. It took place in Mexico City and gathered over 100 exhibitors and 30,000 visitors, showcasing innovations and technologies in the electrical, energy, and lighting sectors.

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“Our participation in industry events is an excellent opportunity to gain invaluable insights and remain at the forefront of emerging trends, all while building and strengthening relationships with the leading players in M&A.”

Miguel Leal
Head of Business Development

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FEMSA



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25

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JAMES A. SEALE

President and Founder | Washington, DC

+1 (703) 623-9253

32+ years of global M&A experience, Attorney, CPA Arthur Andersen, and Professor of Global Investment Banking at George Washington University
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University of Kentucky - BS in Accounting

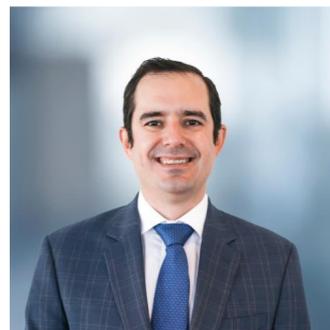


BRETT M. CARMEL

Senior Managing Director and Co-founder | Miami, FL

+1 (703) 294-6530

25+ years of global M&A experience and Professor of M&A at Johns Hopkins University
The George Washington University - MBA International Business and MA - International Affairs
University of Florida - BA in Political Science with High Honors



SERGIO GARCIA DEL BOSQUE

Managing Director | Mexico City, Mexico

+52 (55) 8000-7463

16+ years of global M&A experience
IPADE - MBA
Instituto Tecnológico y de Estudios Superiores de Monterrey
BS in Industrial Engineering



ROBERT E. WHITNEY

Managing Director | Washington, DC

+1 (703) 801-8939

19+ years of global M&A experience, CPA Deloitte & Touche, Corporate Audit and Assurance Services
University of Richmond - BS Business Administration in Accounting



CARLOS HERNANDEZ GOUDET

Managing Director | San Luis Potosi, Mexico

+52 (444) 576-9060

14+ years of global M&A experience
Columbia University - MBA
Instituto Tecnológico y de Estudios Superiores de Monterrey
BS in Industrial Engineering



FELIPE BUENO

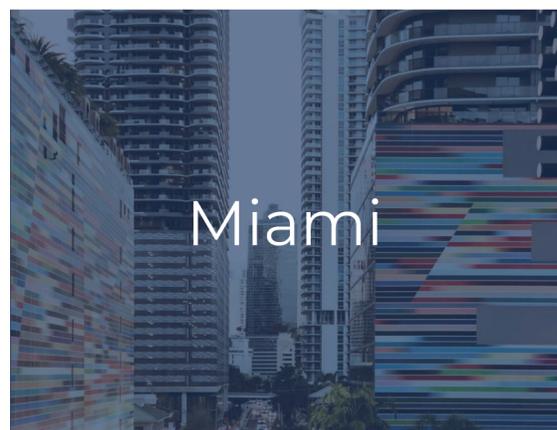
Senior Director | Monterrey, Mexico

+52 (84) 4432-4444

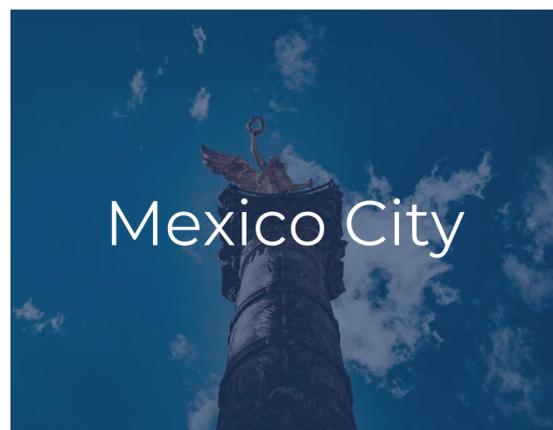
32+ years with Grupo Industrial Saltillo with experience as Director, Corp. Dev. and extensive global commercial experience
Instituto Tecnológico y de Estudios Superiores de Monterrey
MBA and BS in Industrial Engineering



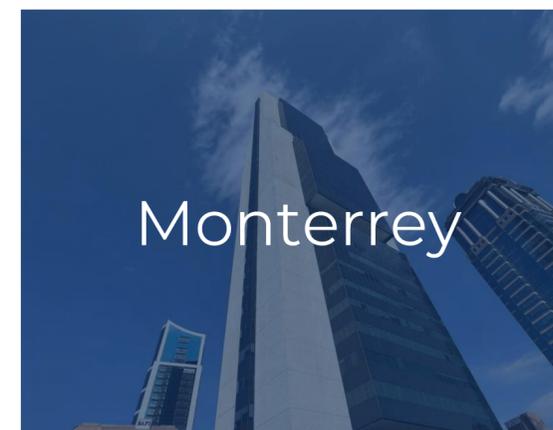
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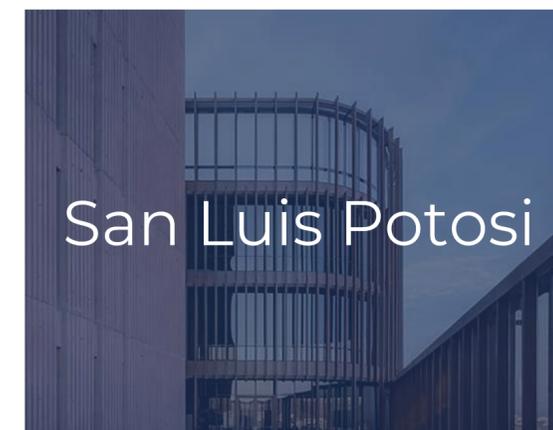
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